

Extra Tips for Dealing with Suppliers on Alibaba

Please note that the vast majority of suppliers on Alibaba are honest and if you follow the criteria already laid out in the course, you should not have an issue.

However, I've compiled a list of additional tips to take into consideration

1. Remember the minimum 2 yr Gold Supplier rule
2. Remember to look for the 'Assessed' status
3. Always be professional when you contact a supplier for the first time and also in any ongoing correspondence. Do not portray yourself as a 'newbie'. Use the email templates I have provided for you in the course.
4. Expect nothing but professionalism from a supplier. The supplier is not your friend and you are not his. I have crossed suppliers off my list in the past because of an 'over friendly' attitude in the email correspondence.
5. Don't bother with a supplier who makes you wait for days to get a reply to your emails to him/her (of course this does not need to include weekends and it would not include the Chinese public holidays)
6. Never, ever go with a supplier who offers you 'name branded goods'. By branded I mean known brands. I can guarantee that they will be fakes and the reason I can guarantee this is that the true manufacturers and distributors of these branded goods only supply them to authorised distributors/retailers.
7. If it sounds too good to be true, then it probably is! If a supplier offers you a product at a much lower price than all the other suppliers are selling it for, then stay away!
8. Just use your head. Don't act like an innocent lamb to the slaughter. The vast majority of suppliers on Alibaba are genuine and provide decent

quality goods. Any suppliers who are otherwise are on the lookout for the 'innocent lambs'...

...The people who write to suppliers saying things like *"I'm new so can you help me to place an order. I've never done this before so I'm hoping you can guide me?"*

Seriously, I can bet you anything that the above message and variations of it have been sent to suppliers 1000's of times by new and naïve retailers. **Fortunately by taking this course, you might be new, but you're not naïve!**